Conference Agenda

EVESTMENT
Institutional Investment Intelligence 2020

Register today at www.europe.ei3conference.com

Morning Program

08:15 - 16:00
Lobby
Registration/Help Desk Open

08:30 - 09:00
King George III
Networking Breakfast

09:00 - 09:05
Porter Tun
Welcome Remarks

09:05 - 10:05
Porter Tun
Keynote Session: Beau Lotto
In this keynote session, Beau Lotto will discuss how companies must innovate to remain relevant -- exploring what innovation really is and how to create the framework that allows for innovation within organisations, using principals of neuroscience. Beau is a leading expert in perception and has helped brands like Cirque du Soleil, Microsoft and L'oreal gain valuable, science-backed insights into their businesses and customers.

10:05 - 10:25
Porter Tun
Institutional Trends: 2019 in Review
John Molesphini, Global Head of Insights, eVestment

In tracking almost $50T in institutional assets and 1.5B data-point screens by investors and consultants each year, eVestment is uniquely able to capture a fact-based picture of the institutional market globally. This overview will look at asset flows, patterns in manager research, fees trends and other data only eVestment can provide.

10:25 - 10:50
King George III
Networking Break

10:50 - 11:35
Porter Tun
Panel Discussion: The Many Faces of ESG
ESG is a growing priority for investors worldwide, and managers are strategising on how best to meet this demand. This panel session features ESG experts discussing the ways managers are implementing ESG and how they're communicating their philosophy and approach to the institutional marketplace.

Panelists
Honor Fell, VP of Responsible Investment, *Redington*
Ian Simm, CEO, *Impax Asset Management*
Maria Simon, VP Client Success, *eVestment*

11:35 - 12:05
Porter Tun
Differentiating Through Narratives: A Closer Look at Qualitative Profiles
Michele Shauf, CMO, eVestment

Research consultants regularly report frustration at what they perceive to be the "sameness" of manager profiles and pitchbooks. In this session, you'll learn the facts behind this perception and why managers often miss the best opportunities to differentiate their strategies and firms. You'll also get insight into typical screening patterns of investors and consultants for a better understanding of how they filter a universe of managers down to a short list.

Afternoon Program

12:05 - 12:35
Porter Tun

Insights into Manager Selection with insti7
Benoit Boru, CEO, insti7 & Rich Donnellan, Strategic Initiatives, eVestment

In this one-on-one interview, Benoit Boru, CEO of insti7, the leading independent French consultant, will explain his firm's approach to manager selection with insights into how managers can better distinguish themselves. Boru will also share insti7's views on the French and continental markets.

12:35 - 13:35
King George III

Lunch Break

13:35 - 14:20
Porter Tun

Consultant Panel: State of the Institutional Market
Just as the eVestment platform connects managers with consultants, EI3 is also designed to connect managers with the perspectives of top consultants. In this panel conversation, consultants will share their forecasts of where the markets and investor demand are headed, and they'll offer insights into their manager research process along with guidance on how best to engage with their firms.

Panelists
Jan Wolfner, Manager Selection, *Helaba Invest*
Mathias Neidert, Managing Director, Head of Public Markets, *bfinance*
Charles Ashwanden, Strategic Engagement, *eVestment*

14:20 - 14:50

Breakout Session — A Deeper Dive Into Trends Data
Suzanne Addrison, Head of Client Success, EMEA, eVestment

Following the overview of trends data for the global institutional market, this drilldown session looks at universes of specific interest to UK and European managers. You'll leave with a fact-based analysis of flows, investor viewership, fees and more for each universe.

Breakout Session — Mandates: The Prequel
Ella Greaves, Head of Data & Hassanali Suleman, Solutions Specialist, eVestment

Several months — often several quarters – before a mandate opportunity is made public, investors begin studying their allocation model, simulating outcomes from potential changes to that model, and researching managers. All of this activity constitutes leading indicators, pointing to a mandate in the future. In this session, you'll learn the typical sequence of events happening behind the scenes, leading up to a mandate announcement.

Breakout Session — Tracking New Product Manufacturing with Investor Demand
Maksim Dimitrov, Global Head of Solutions Specialists, eVestment
Philippe Letscher, SVP, Solutions Specialist, eVestment

Every quarter, hundreds of new institutional products hit the market. This session will analyze some of the most recent new-product cohorts to see how well they map to investor demand. In addition to learning about new product trends in aggregate and how investor-demand data can be used in manufacturing, you'll also see how this same data can be used to set smarter distribution strategies for a line-up of existing products.

14:50 - 15:15
King George III

Afternoon Coffee Break

15:15 - 16:00
Porter Tun

Keynote Session: Liv Boeree
According to Liv Boeree, it's vitally important to train yourself to think probabilistically to achieve the best results at work and in life, because everything – not just poker – is governed by the laws of chance and statistics. In this session, you'll take a fascinating tour of quantum physics and learn how to apply scientific thinking in every day decision-making.

16:00 - 16:05
Porter Tun

Closing Remarks

16:05 - 17:00
King George III

Networking Drinks